

Message Text

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DRAFTED BY:GERALD SOLOMON:GG

APPROVED BY:EB/IFD/ODF:RASWART

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FM SECSTATE WASHDC

TO AMEMBASSY WELLINGTON

INFO AMCONSUL AUCKLAND

UNCLAS STATE 058164

E.O. 11652: N/A

TAGS: OTRA, NZ

SUBJECT: EXIMBANK TEAM VISIT TO WELLINGTON

1. EXIMBANK TEAM OF HOWARD S. TURK, ECONOMIST, GERALD D. SOLOMON, LOAN OFFICER, ASIA DIVISION, AND HENRY A. DUDLEY JR., LOAN OFFICER, COOPERATIVE FINANCING FACILITY (CFF) DIVISION, TO MAKE BUSINESS CALLS IN WELLINGTON MARCH 24 AND 25, AND IN CHRISTCHURCH ON MARCH 26.

2. PURPOSE OF VISIT IS TO CONSULT WITH GOVERNMENT OFFICIALS AND BUSINESSMEN, DISCUSS NEW BUSINESS OPPORTUNITIES, REVIEW EXIMBANK PROJECTS, AND MEET WITH CFF BANK OFFICIALS.

3. TEAM ARRIVING IN WELLINGTON 2035 MARCH 23 ON NEW ZEALAND NATIONAL AIRWAYS 471. DEPART WELLINGTON 0850 MARCH 26 NEW ZEALAND NATIONAL AIRWAYS 441. ARRIVE CHRISTCHURCH 0935. DEPART CHRISTCHURCH 0745 MARCH 28 ON NEW ZEALAND NATIONAL AIRWAYS 301. ARRIVE MELBOURNE 1240 ON ANSETT 17.

4. REQUEST AMEMBASSY TO MAKE HOTEL RESERVATIONS AT
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TRAVELODGE, AT EMBASSY DISCOUNT, FOR THREE SINGLES FOR

NIGHTS OF MARCH 23, 24, AND 25. RESERVATIONS AT CLARENDON HOTEL, CHRISTCHURCH, NEEDED, AT EMBASSY DISCOUNT, FOR THREE SINGLES FOR THE NIGHTS OF MARCH 26 AND 27. PLEASE ADVISE EXIMBANK OF CONFIRMED RESERVATIONS.

5. REQUEST AMEMBASSY MAKE APPOINTMENTS FOR TEAM. TURK/SOLOMON INTERESTED PRIMARILY IN COUNTRY CONDITIONS, NEW DIRECT LENDING BUSINESS, AND EXIMBANK PROJECTS. DUDLEY PRIMARILY INTERESTED IN DISCUSSION WITH CFF BANKS AND POTENTIAL CFF BANKS. MAXIMUM OF ONE TO 1 1/2 HOUR SHOULD BE SUFFICIENT FOR MOST APPOINTMENTS. PLEASE LEAVE SOME TIME FOR EXIMBANK - DIRECTED CALLS.
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